Would you make a good **Sales Representative**?

What Sales Representatives Do



Sales Representatives sell goods to businesses, government agencies, and other organizations. Sales representatives contact customers to find out what they want, explain the features of the products they are selling, negotiate prices, and answer questions that customers may have to ensure a smooth sales process.



Education



Educational requirements vary for sales representatives and depend on the type of products sold. For scientific or technical products, sales representatives typically need at least a Bachelor's degree.

EXPECTED SALARY RANGE

$40,000- $157,000

for scientific & technical products
(median pay $80,000)

Skill Builders:

PROBLEM SOLVING SKILLS
TEAMWORK
COLLABORATION SKILLS
LEADERSHIP SKILLS
COMMUNICATIONS SKILLS
BUSINESS SKILLS

Job Outlook

Employment of sales and related occupations is projected to grow 5 percent through 2026. Sales representatives will continue to be in demand because these occupations remain critical in building and maintaining customer bases for businesses.



Get a Head Start...with these classes in middle and high school:

- **BUSINESS**
- **COMPUTER SCIENCE**
- **SCIENCE**
- **MATHEMATICS**
- **COMMUNICATIONS**
- **MARKETING**

Career Opportunities:

With an education as a Sales Representative, you could also be a:
Consultant, Customer Service Representative, Marketing Manager.

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Data provided are from the Bureau of Labor Statistics, U.S. Department of Labor, Occupational Outlook Handbook, April 2019 Edition.
https://www.bls.gov/ooh/sales/wholesale-and-manufacturing-sales-representatives.htm

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